



## UFO Moviez Reports Q3&9MFY20 Results

In Q3FY20,  
Advertisement Revenue stood at ₹427 Mn  
EBITDA stood at ₹360 Mn  
PAT up 87.2% to ₹274 Mn

**Mumbai, 14 February 2020:** UFO Moviez, India's largest in-cinema advertising platform, with the power to impact almost 2.1 billion viewers annually through 3600+ screens under the PRIME and POPULAR channels across 1200+ cities & towns, today, announced its financial results for the quarter and nine months ended December 31, 2019.

### Financial Highlights:

#### Quarter ended December 31, 2019

Consolidated revenue stood at ₹1,426 (Q3FY19 – ₹1,547) million. EBITDA stood at ₹360 (Q3FY19 – ₹406) million. PBT stood at ₹179 (Q3FY19 – ₹230) million and PAT increased by 87.2% to ₹274 (Q3FY19 PAT – ₹146) million.

Advertisement revenue stood at ₹427 (Q3FY19 – ₹626) million. Average advertisement minutes sold per show per screen stood at 5.03 (Q3FY19 – 5.81) minutes.

#### Nine months ended December 31, 2019

Consolidated revenues stood at ₹3,946 (9MFY19 – ₹4,229) million. EBITDA stood at ₹919 (9MFY19 – ₹1,027) million. PBT stood at ₹428 (9MFY19 – ₹515) million and PAT stood at ₹320 (9MFY19 – ₹330) million.

Advertisement revenue stood at ₹1,245 (9MFY19 – ₹1,568) million. Average advertisement minutes sold per show per screen stood at 4.63 (9MFY19 – 5.12) minutes.

### Other Highlights:

On July 18, 2019 the Company and Valuable Digital Screens Private Limited (VDSPL), its wholly owned subsidiary company, had filed a joint application in relation to the Scheme of Arrangement between VDSPL and the Company and their respective shareholders ("the Scheme") with the National Company Law Tribunal ("NCLT"). The NCLT, vide its order dated November 21, 2019 sanctioned the Scheme for demerger of Caravan division of VDSPL with the Company with effect from April 1, 2019 (the Appointed date). The Scheme became effective from December 4, 2019. Pursuant to the Scheme, the carrying amount of all the assets, liabilities, income and expenses pertaining to the Caravan division has been transferred to the Company and the Company has recognised deferred tax assets amounting to ₹124 million resulting in lower taxes during the quarter ended December 31, 2019.

*"The new brand identity which we rolled out in December 2019 has received positive feedback from advertisers and it positions us strongly for the future" said Kapil Agarwal, Joint Managing Director. "On the business front, the slowdown in the economy is posing challenges, resulting in weak revenues in both Corporate and Government advertisement segments. Despite short-term challenges, we are optimistic about the future and continue to focus on driving advertisement revenues. We are confident that our continued efforts will help in delivering sustainable growth and shareholder value."*

## **About UFO Moviez India Limited**

UFO is the first one, to enable cinema digitization with satellite technology in India. That also makes UFO the largest in-cinema advertising platform, with the power to impact almost 2.1 billion viewers annually through 3,643 screens comprising of 1,847 screens in the PRIME channel and 1,796 screens in the POPULAR channel across 1,227 cities, leading directly into the hearts of India's Urban Heartland.

In the early 2000s, UFO optimized the potential of Indian cinema with satellite-based technology that transformed Annual Jubilee into Friday box office collections, slow-chain release into First Day - First Show, one blockbuster after another. It has made cinema into an equal experience for the whole country, making it an instant success with the youth that is already teased with pre-release teasers and trailers.

UFO is the end to end service provider for all DCI and non-DCI related cinema solutions. As on December 31, 2019, UFO's global network, along with subsidiaries and associates, spans 5,489 screens worldwide, including 5,279 screens across India and 210 screens across USA and Mexico. UFO has created a pan India, high impact in-cinema advertising platform with generally long-term advertising rights to 3,643 screens, with an aggregate seating capacity of approximately 2.1 billion viewers annually and a reach of 1,227 cities and towns across India, as on December 31, 2019.

UFO's innovation driven DNA empowers it to use technology and business intelligence to minimize content irrelevance by providing relevant content, to the relevant people, at the relevant time! With the same in mind, it launched NOVA Cinemaz, a purpose driven, asset-light franchisee model under UFO's subsidiary, Valuable Digital Screens Private Limited (VDSPL). It aims at enabling an environment of content sufficiency to the running cinema infrastructures, as well as to create a one stop solution to set-up local movie theatres through a standardized model both in terms of infrastructure and experience. Apart from this the company also has UFO Framez and Caravan Talkies, the former enables small businesses to use the UFO network to reach the local neighbourhood catchment areas while the latter takes brands to rural India while giving brands an opportunity to reach media dark areas.

UFO's mission is clear - un-biased, undivided, uninterrupted, cinema for all, and in doing so, outshining as the country's largest cinema influencers.

## **Safe Harbour**

This document, except for the historical information, may contain forward looking statements indicating future performance or results, financial or otherwise. These forward looking statements are based on certain expectations, assumptions, anticipated developments and other factors which are not limited to, risk and uncertainties regarding fluctuations in earnings, market growth, intense competition and the pricing environment in the market, ability to maintain and manage key customer relationship and supply chain sources and those factors which may affect our ability to implement business strategies successfully, namely changes in regulatory environments, political instability and new or changed priorities of the trade. The Company, therefore, cannot guarantee that the forward looking statements made herein shall be realized. The Company, based on changes as stated above, may alter, amend, modify or make necessary corrective changes in any manner to any such forward looking statement contained herein or make written or oral forward looking statements as may be required from time to time on the basis of subsequent developments and events.

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